

A PLEA FOR THE COMMERCIAL TRAVELER.

In the last issue of the *Advocate* was published an article from the *Nationalist* by Edward H. Sanborn, entitled: "One Source of Taxation upon the Consumer." The ground taken is that the commercial traveler is an expensive luxury to both the merchant and the purchaser. Mr. Sanborn's review of the question is rather one-sided, all against and nothing in favor of the system. He estimates the number of commercial travelers in the United States at 250,000, with an average daily expense account of \$6 per head. Salaries he ranges from \$200 up to a few cases as high as \$15,000, putting the average at \$1800 per head. The above figures are by no means under estimated. At \$3 per head per diem for traveling expenses Mr. Sanborn makes the total for 365 days, \$547,500,000 for the 250,000 travelers. This would be correct were the drummer engaged in traveling running up an expense account from say 7 o'clock January 1a. m. until December 30th 7 o'clock p. m. The fact does not appear to have been suggested to Mr. Sanborn that the traveling men are entitled to some let up and that those who cannot luxuriate in any very extended vacation, at least put in some time renewing their acquaintance with their families and employers and in getting up samples etc. The fact is; a great many do not travel over two-thirds of the year, many not over six months, and a number four or even a shorter time. This feature has been overlooked by Mr. Sanborn, and will materially reduce the traveling expense account he has estimated, which with a reduction that the writer thinks that the salaries would stand will cut down the \$1,000,000,000 total expenses attributed to the support of commercial traveling a goodly number of millions. Suppose Mr. Sanborn's idea were adopted of giving the commercial travelers his *comp* what would be the general result? In a majority of cases, the merchants would be obliged to make frequent trips to the localities of wholesale houses to purchase their goods. How many more buyers would thus pay traveling expenses, than the number of salesmen on the road? We are not prepared to say how many, but the figure will by no means stop in the hundreds of thousands. It will be a rule that won't work both ways, if the consumers can't have to put up for the traveling expenses of the merchants and a few of the fancy trimmings with which he is likely to edge off his visits to the larger cities and their shrouments; where the elephant is more rampant and the tiger has more and larger spots on his coat, than in the town in which his business is located. Although as a rule the bills for such excursions are footed by the establishment that sells the goods to the merchant who pays them all the same and they get their final transfer to the consumer.

Mr. Sanborn still further takes the position that under his proposed regime the force of 250,000 travelers will be completely wiped out. If this

of the men with whom he proposes to dispense will have to be required. In the event of such a change, for them it would not be a happy one. On the road the boys are in a measure the guests of their patrons and as a rule are not overwhelmed with invitations to come out at *my expense*, and see the menagerie by artificial light and get into shape to make life a burden next day. With the reverse order of things, the salesman who has patiently plodded through the whole establishment with a customer whom he could have sold in one fifth the time with his establishment in miniature on the road, will be in many cases expected to pilot his customer through the show and stir up the animals in that department in which the visitor most delights. The home salesman will have better opportunities to enjoy domestic life than he who roams in quest of his prey. But if he be of a convivial disposition after his role of *Cicerone* to a customer from the wild and woolly west his appearance in the bosom of his family is likely to be associated with a chronic case of wet towel around his head as a neutralizer of his efforts to clinch the trade of the man from the west. Again Mr. Sanborn has overlooked the fact that the Commercial traveler is largely a consumer. No class of salaried men disburse their money so freely as the Commercial travelers and the industrial classes largely derive a benefit from their expenditures. A large portion of their outlay returns to the merchant to whom they sell goods. In the towns they visit; the hotels, busses, liverymen etc. derive a large patronage from them the receipts of which, to a considerable extent are divided among the merchants of their town a better home market is afforded the farmer, and occupation is thus given to labor for its increase the traveling man creates. Throw 250,000 traveling men out of employment today, (and which according to Mr. Sanborn's proposition would deprive them of employment, as he makes no provision for them at home) what would be the result? Hundreds of hotels aggregated in smaller towns, a demand for which the Commercial traveler has created, would be ruined, a multitude of employes rendered idle. In cities large Hotels that gain a large share of their receipts from the drummer, would find it difficult to make ends meet. For even if the merchants visit the cities in large numbers, a small majority would only patronize the best hotels. It does not appear that any movement which is instrumental in depriving so large a body as the commercial travelers of employment, entailing as it would the reduction of a large working class in many other fields, is strictly in accordance with political economy, or reform in the right direction. What would the country be without the ubiquitous genial drummer. Take him out of hotels, deprive the railroad coaches of his cheerful face, deprive this country of the animation he carries with him every where, this man of ways and means to surmount the difficulties of almost any emergency. Take this

A Corn Palace.

The managers of the Kansas State fair have hit upon a happy and appropriate attraction this year in the Corn Palace, which will be built entirely of corn from ground to dome. What more appropriate feature could be produced? Corn is King. He wears his golden crown and wields his mighty scepter this year in a land of plenty and amid the smiles of happy people. Every man woman and child who is proud of Kansas will wish to see the corn palace and enter its princely portals. The Kansas state fair will be held at Topeka on the 16, 17, 18, 19, 20 and 21st of September, and promises to be the most successful fair ever held in the state. Special rates will be made on all lines of travel. Our granaries will be filled to overflowing and fortune has shed her most beneficent smile upon Kansas this year, therefore it is eminently proper that all should meet together and jolify.—Topeka Sunday Ledger.

The employers and capitalists of this country have not been slow to take advantage of the lessons taught by organized labor, and now in turn we should learn a lesson from these men. When they meet as individuals or in a corporate capacity they do not publish to the world their proceedings or give to the four winds of heaven their plans before they get ready to act. In the ranks of organized labor we have too many who seem to be tongue-tied when they are at the meeting but who are very talkative with their fellows at the shop or at the curb stone. This loose style of gossip often works great harm to the cause.—The Advance.

"It is said that the United States accumulates wealth at the rate of \$2,500,000 daily. This is equal to one-third of the accumulations of all the rest of mankind outside of the United States."—American Farmer.

Would it not come nearer the truth to say that the United States concentrates wealth at the above rate?

We enjoyed the pleasure of meeting with the members of Bloomfield Alliance on Saturday evening last. The meeting was harmonious and enthusiastic, and a fixed determination was manifested to stand by the Colors until Alliance principles are triumphant every where.

The Sunday mail question is up again. Shall mail be delivered on Sunday? Mr. Wanamaker who is at the head of the post office department, being himself an active christian, will doubtless give the subject serious attention, and if he be swayed at all by prejudice of opinion it will not be on the side of working on Sunday. But Mr. Wanamaker is a business man as well as a christian and it is not at all unlikely that his business experience has been useful to him in broadening his views of Christian duty. He has probably reasoned himself up to the plane which a great many other people have reached—a plane which sees no wrong but real and substantial and permanent good in ministering decently and with order to the reasonable of our f on any day. The delivery, too, a sure by carrier might be

Special Vestibule Train to the National Encampment, G. A. R. Milwaukee, August 26-31, 1889

Feeling that the members of the G. A. R., their families and friends, who desire to attend the National encampment are entitled to the very best train service and accommodations possible, the Santa Fe route will run a special vestibule Pullman train from Kansas City to Chicago and Milwaukee on this occasion. The train will consist of vestibule baggage car, coaches, chair car, Pullman sleepers and dining car. A train will leave Meriden connecting with the special at Topeka Saturday, August 24, arriving in Kansas City about 6 p. m. Saturday, arriving in Chicago 10 a. m. Sunday, and Milwaukee Sunday afternoon, August 25, thus avoiding the great rush of people between Chicago and Milwaukee which is sure to occur later in the week. Comrades and their friends who desire to reach Milwaukee in time to secure comfortable quarters, and witness and take part in the parade, should go on this fast special vestibule train. The rate is one fare for the round trip; children between two and twelve years of age half of the excursion rate. Tickets on sale August 21 to 28, good for return from August 25 to September 5. Final limit September 10. Final limit can be extended to September 30 by depositing return tickets with joint agent at Milwaukee. For full particulars regarding special train, tickets, rates, etc., call on E. A. Wagoner, Agent Santa Fe Route, or address Geo. T. Nicholson, G. P. & T. A. Topeka Kan.

Bucklen's Arnica Salve.

THE BEST SALVE in the world for Cuts, Bruises, Sores, Ulcers, Salt Rheum, Fever Sores, Tetters, Chapped Hands, Chilblains, Corns and all skin eruptions, and positively cures Piles, or no pay required. It is guaranteed to give perfect satisfaction or money refunded. Price 25 cents per box. For sale by W. C. Spencer

A SPLENDID OFFER.

Having made special arrangements with the publisher of the Topeka Weekly Capital, a splendid 8 family newspaper, published to the front, and worthy of patronage, enabled to offer the *Advocate* and Weekly Capital, both one year, \$1.35. Every Kansas man should have his county paper for home and a paper from the capital and state. Give this combination a

HAY WANTED.

Rock Creek, Kans., Aug. 1889. I will want 2,500 tons of choicest land prairie hay between the 1st date and May 1 1890, for which highest market price will be paid. Parties having hay to sell will please to see me before disposing of the same. C. S. Hunter & CIGARS

HARVEST EXCURSION.

A series of round trip excursions have been arranged to which we will be reached by the lines of the A. T. & S. F. R. R. Co. in Kansas, territory, New Mexico and at about one fare for the round trip the highest Tickets will be sold Aug. 30, 31, & 24, and Oct. 8, 1889. Tickets good for 30 days. A. GARDNER be good returning 30 days. A. GARDNER of sale. Tickets good for continuous passage only. 8th be allowed on return. 5th page. It. For fur